

**From:** [California Apparel News](#)  
**To:** [Kent Smith](#)  
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## Original Design Manufacturer

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# Vietnam Garment Factory Presents

## July 2015 Collection



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[odm.thaionspgarment.com](http://odm.thaionspgarment.com)

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## Who are we?



Hi, my name is Chris Walker and I am the marketing manager for Thai Son S.P Sewing Factory based in Ho Chi Minh City, Vietnam. Our sewing factory has 15 sewing lines and 2 sample lines. We are **family owned** and have been in business for 22 years. We offer both OEM and ODM services.

**ODM** stands for Original Design Manufacturer. We design styles and then offer them to you. We can put your label on the garments you choose.

**OEM** stands for Original Equipment Manufacturer and basically means that we produce your designs based on your tech packs. Our strength is embellished men, women, and children's styles using circular-knit fabrics.

[See swatches of circular knit fabrics we produce.](#)

Modal  
Jaspé  
Waffle  
Mélange  
Slub  
Space Dye  
Peach  
Murata Vortex Spun  
Silver Sparkling  
Slide  
Burn Out

French Terry  
Interlock  
Jacquard  
Ponte Roma  
Rib 1x1  
Rib 2X1  
Rib 6x3  
Single Jersey

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## TPP: Investments in Vietnam Increasing

Free Trade Agreement News, by Chris Walker

Foreign Direct Investment into the Vietnamese textile and garment sector increased sharply this year in anticipation of the TPP free trade agreement. According to the Vietnam Textile and Apparel Association, once Vietnam officially joins TPP it would enjoy a 0 percent tariff when exporting textiles and garments to the United States instead of the current 17-30 percent tariff.

An example is a \$660 million project to build a yarn factory in Dong Nai province by a Turkish investor. Vietnam's biggest weakness is yarn production. Most fabric is imported from China, which is not a TPP member. Consequently, we are seeing a big investment in yarn and fabric production in Vietnam this year.

One key point that garment buyers need to watch is the rules of origin (ROO). If the rule is **yarn-forward** then the yarn needs to be produced in a TPP member country in order to enjoy a 0 percent tariff. If the rule is **assembly-forward** then cheap yarn can be purchased from India and knitted and sewn in Vietnam to qualify for 0 percent tariff. That is what Thai Son S.P currently does to offer low prices to its customers in the United States, Europe, Australia, and Russia. Thai Son imports cotton yarn from India and then knits and dyes it in Vietnam to control price, quality, and delivery time.

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## Download our ODM catalog to see more than 70 styles...

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